

This record is a partial extract of the original cable. The full text of the original cable is not available.

UNCLAS AMMAN 001651

SIPDIS

SENSITIVE

STATE PASS USAID
COMMERCE FOR 4520/ITA/MAC/ONE/COBERG
TREASURY FOR MILLS AND CHANG

E.O. 12958: N/A

TAGS: [EAID](#) [EFIN](#) [IZ](#) [JO](#)

SUBJECT: GOJ HOPES JORDAN CAN BE BASE FOR BAGHDAD
PROCUREMENTS

REF: AMMAN 106

This is an action message; see para 4.

11. (sbu) Jordanian Trade Minister Salah al Bashir asked the Ambassador in a meeting on March 12 what requirements would need to be met to allow USG agencies making procurements in Iraq after a government change to procure goods and/or services from Jordan (such as waivers of "buy America" contracting provisions). Bashir noted that Jordan has a number of regional competitive advantages in several sectors, and would be a natural fit for procurement for Iraq, owing to the close historical ties between Jordan and Iraq. He noted further that, particularly in the services sector, Jordanians were already employed throughout the region - as engineers, architects, IT specialists, teachers, and medical staff.

12. (sbu) As examples of the types of goods and services Jordan could provide, Bashir passed to the Ambassador a list of goods produced for export in Jordan (also available on the GOJ's Department of Statistics Website: www.dos.gov.jo) and a list of key service sector exports, including: medical tourism; architectural and engineering consultancy; legal services; teaching/education; audit and accountancy services; software engineers/computer technicians; contract research organizations (testing for pharmaceuticals); contracting services; land transportation; and management consultancy. (Note: The embassy previously passed to Department reftel list of Jordan's exports to Iraq for the past three years, which may be a better gauge of immediate export potential. End note.)

13. (sbu) Comment: Iraq is a natural trading partner for Jordan, and Jordan does, as the Minister pointed out, have an excellent regional track record in the export of certain services. Jordanian contractors are currently reliable supporters of U.S. government activities in Jordan. Jordan is also an FTA partner, a front-line supporter of our counter-terrorism program, and a key ally on many regional policies. To the extent that USG sourcing from Jordan was possible, any such business would not only benefit both countries at a technical level, but would likely more quickly develop normal commercial relations between the two countries and help the Iraqi private sector get back on its feet. It would also signal out continued commitment to Jordan's economic future.

14. (sbu) Action Request: Embassy would appreciate Washington guidance regarding what possibilities exist for procurement from Jordan. What rules govern such procurement? How could we accommodate Jordan's request?
GNEHM